

Overview

Retailing has always been about survival of the fittest and most innovative. Many retailers have learned this the hard way. Others have reinvented themselves. Embracing change, innovation and new technologies is challenging, but this has always been the key to survival and prosperity.

You need to deliver at a local, national and global level, and change happens at an increasing pace. Having a legal partner that understands the myriad of business and legal issues you face, and can provide practical advice and solutions, has become even more important.

Dentons has been a trusted counselor to the retail industry for many years, offering a multidisciplinary focus covering:

- Real estate
- Competition
- Dispute resolution
- Employment
- Health care
- Pensions
- Technology and media
- Litigation
- Tax
- Data protection
- Intellectual property

We can help you navigate every aspect of your business, including media advertising, consumer credit, creation of customized shopping channels, copyright and trademark infringement, competition issues, data protection, health care regulatory considerations in pharmacy operations, and contracting with suppliers and distributors. Our global presence and cross-border expertise means we offer strategic, legal advice to retailers, and truly provide a "one-stop shop" of the highest caliber.

Representative Experience

- **John Lewis:** Advising on a number of projects.
- **Natixis Zweigniederlassung Deutschland and ING Bank:** Advising on a €190 million refinancing of a property financing facility for the Nova Eventis Shopping Center near Leipzig, Germany. The refinancing of the large scale Nova Eventis shopping center is one of the encouraging examples of successful refinancings of real estate transactions, which originated in the German market in the last decade's strong growth phase.

- **Nokia:** Advising on the sale of Vertu's property units and a number of concessions and headquarters in the UK. Some of the UK retail sites were central to the deal going through. Strategic advice to the client on how to handle the passage of their real estate assets overseas, assisting the Corporate team in their discussions with those jurisdictions.
- **The Blackstone Group:** Advising a premier global investment and advisory firm on a landmark €200 million acquisition and financing of a portfolio of three Turkish shopping centers from Redevco, an independent international real estate company. Our assistance enabled the New York listed firm to make its first investment in Turkey, one of the world's most dynamic emerging markets.
- **Unibail-Rodamco:** Advising a leading European real estate and investment company specializing in shopping centers in European capital cities on the sale of a 50 percent limited partner's interest in a joint venture vehicle holding the shopping center Allee-Center Magdeburg. The acquirer of the interest is shopping center investor Deutsche EuroShop AG.
- **Unibail-Rodamco:** Advising a leading European real estate and investment company specializing in shopping centers in European capital cities on the €475 million acquisition of Global Trade Centre's 100 percent stake in the Galeria Mokotow shopping center located in Warsaw, Poland.

Your Key Contacts

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